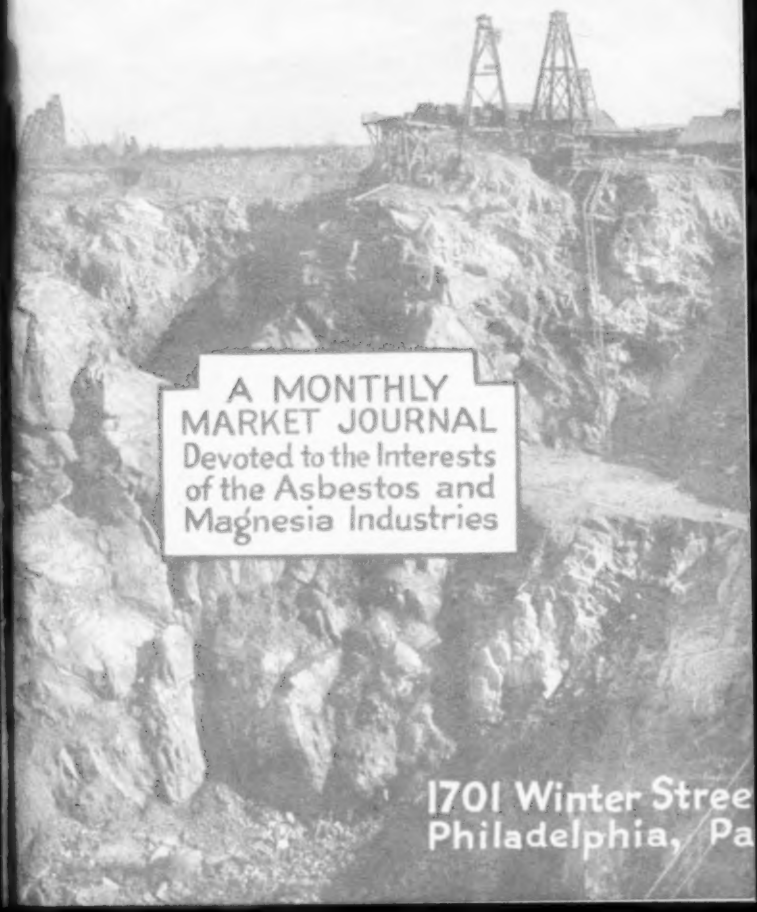
ASBESTOS

NOVEMBER 1932



A MONTHLY
MARKET JOURNAL
Devoted to the Interests
of the Asbestos and
Magnesia Industries

1701 Winter Stree
Philadelphia, Pa

... ASBESTOS ...

A MONTHLY MARKET JOURNAL
DEVOTED TO THE INTERESTS OF THE
ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - EDITOR

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The Manufacture of Non-Conducting Coverings for Steam Pipes, Boilers Etc.

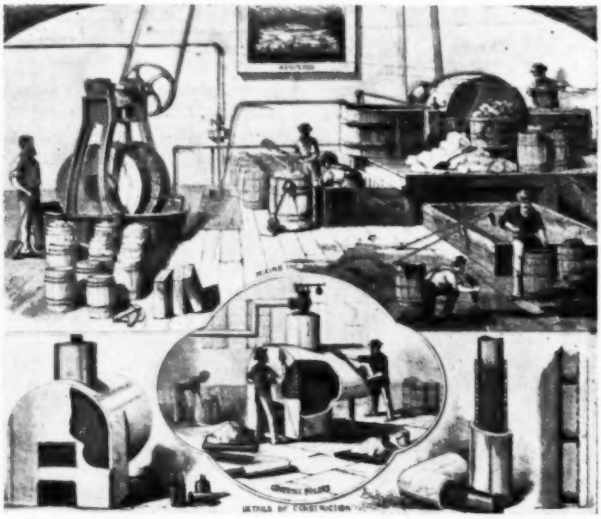
Reprinted from the October 16th, 1880, issue of Scientific American

NOTE: While naturally there is nothing *new* in this article, our readers will be interested in learning how those in the "Eighties" regarded Asbestos and how they manufactured and used insulation.

All questions which touch the relation of the actual amount of power in a pound of coal to that which is practically obtained therefrom, are just now receiving closer attention than ever before. The fact, that in the average working of the better classes of steam engines in general use, we only obtain about ten per cent of the value of the heat that is expended in the furnace, has long been known, but the various styles of compound engines, the Loftus Perkins system, and all the thousands of inventions and improvements in furnaces, engines, and boilers, for more completely obtaining the full power of the coal consumed, have fallen so far short of success as to leave the question of its perfect utilization almost untouched. The principal difficulties in the way of making and using steam at about the temperature of the furnace fire, which would obtain the theoretical value, excepting losses in combustion, are of a mechanical nature, as it has thus far been found practically impossible to work under the high pressures this would give. But the way in which the temperature and the pressure of steam, in our ordinary boilers and engines, are allowed to drop in the steam chest, cylinders, and pipes after it leaves the boilers, as well as the loss in the boiler itself from the diminution of heat by radiation, indicates a want of economy in one of the simplest matters of detail, where comparatively inexpensive provisions would many times repay their cost.

In the illustrations (see opposite page) we show the processes followed in making the Chalmers-Spence non-

conducting and "air space" coverings for boilers, steam chests, cylinders, pipes, etc., thru the proper application of which the loss of heat by radiation may be almost enfrom the patentees, Messrs. Chalmers and Spence, who were first to make a practical success of this method, and it has now been in use sufficiently long to have thoroly demonstrated its efficiency, the list of testimonials which the company shows embracing not only the engineering department of the United States Navy, but hundreds of



the largest steamship companies and manufacturing establishments in the country. These coverings have also been tirely prevented. The name of the company is taken applied with great success on the hot air pipes of blast furnaces, and wherever hot air is to be conveyed to a distance, their use in this way offering relatively the same advantages as are obtained when steam pipes are thus covered.

In most of these coverings asbestos is used in larger or smaller proportions. Its strong yet delicate fibres, with the fact that it is entirely unaffected by fire, peculiarly fit it for this purpose. It is a variety of hornblende and pyroxene, generally of a clear or grayish-white, and is mined to some extent in almost every part of the world, our supplies coming principally from the Mediterranean, China and Canada. The view at the left shows a mill for crushing the asbestos, care being taken that in this operation there shall be no friction or attrition from the rollers to grind the material or break its fibres.

As generally applied in the coverings of boilers, cylinders, tubes, etc., the asbestos is made into a kind of plaster with a mixture of hair and other materials, and this portion of the work is shown so that it will be easily understood by a reference to the engraving. The tearing up of the hair, the tank, barrels, and piles of material ready to place in the revolving drum, and the barrels in which the prepared mixture is received as it comes out, give a graphic idea of the process.

The view at the bottom illustrates various ways of putting on the covering. In the center the workmen are seen applying it with trowels around a boiler, very much like a mason would plaster a room. At the left is a boiler thus covered, with a section torn off to show a portion not covered, and to the right stands a pipe on which the "air space" covering has been applied at the bottom, while above and around the pipe is shown the wire cloth frame on which the covering is plastered. This frame is kept at the proper distance from the pipe by studs of a greater or less length, according to the amount of air space it is intended to leave around the pipe, and the covering is plastered on this frame, and keys itself into it in the same way as mortar is put on and holds itself to the laths in finishing the interior of a house.

The application of this plastic non-conductor was first made directly to the surfaces of boilers, tubes, etc., and this method is still followed to a great extent where the tubes are small, or only limited surfaces are to be

covered, and the expansion and contraction from differing temperatures will not be too great. The covering after it is put on has not a metallic hardness and firmness, so that its elasticity is sufficient for purposes of this kind, while it may also be colored, grained, varnished, and finished, so as to make an exposed steam pipe in a room accord in appearance with the character of the place, when this is desirable. It is also sufficiently oleaginous to prevent the oxidation of surfaces to which it is applied, and thus acts as a preserver of boiler and piping.

The "air space" covering, the patent for which became the property of the company in 1875, undoubtedly affords a better non-conducting covering than that made by the application of the plastic material directly to the surfaces to be protected. In this way a dead air chamber is made, so that the air surrounding the heated surfaces must be of an equal temperature with them, and any amount of expansion and contraction cannot affect the durability of the covering. For large surfaces it is usually put on in two coats, a rough and a finishing coat, as plasterers make a wall, when it may be painted or otherwise ornamented as desired.

The first non-conducting coverings used were made of wood, hair felt, paper, etc., but these, owing to their combustible nature, had to be constantly renewed. The felt coverings, also, being of a spongy nature, absorbed any moisture in their vicinity, thus not only destroying the fibres of the felt, but from their direct contact speedily corroding the metal surfaces they surrounded. Cements and compositions of fire-clay, asbestos, etc., were next used, but these, on large surfaces, not being able to withstand the expansion and contraction of the metals on which they were plastered, would crack and fall off. In many cases, also, the cements were so dense as to act as conductors of heat rather than the opposite. The "air space" method has none of these objections, the confined, dead air making the best non-conductor possible, while the frame holds the covering solidly under any possible amount of expansion and contraction. Under this plan of attaching the covering to a framework removed from

the heated surfaces, hair felt, compositions, and cements, other than those containing asbestos, may also be used to advantage, as they cannot bring moisture to the metal to corrode it, and will not crack off from expansion and contraction, so that a much lighter covering will in this way be more effective than the heavy coats formerly used when applied directly on the surfaces.

The number of "test" trials to which the "air space" method of covering steam pipes, boilers, etc., has been subjected is very great, and they have extended over several years, in all cases amply proving everything that the company claims for it. This method was chosen as the best by the Commissioners and Chief Engineer of Machinery Hall at the Centennial Exhibition, and the company in this way covered all the pipes there and in the Annexes. In one of the tests made, where the "air space" method was brought into competition with their own surface covering and the coverings of other firms, under the most carefully guarded conditions, the "air space" method proved its superiority so decidedly as to distance all competitors. The trial was made by suspending a thermometer in an air-tight box, with a glass face thru which its register could be observed, and running the steam pipes, protected by the various coverings to be tested, thru this box; each test occupied an hour, the box being closed, for the commencement of the trial, when the temperatures of 97° had been reached. In the cases where coverings of the pipes other than the "air space" was used, the temperature, with 10 pounds of steam pressure, ran up to from 102° to 105° within 30 minutes, but with the "air space" method covering the temperature could not be got up to over 90 in the open box, and with the box closed and the application of 14 pounds of steam reached only 94° after an hour's trial.

Many tests have been made as between steam surfaces covered and similar surfaces without any covering, but a noticeable one is mentioned in an account of some experiments by J. C. Hoadley on the economic effect of applying the Chalmers-Spence covering to a locomotive boiler, published in the Journal of the Franklin Institute.

April 1877, of which the following is a summary:

Steam Pressure	Per cent Uncovered Radiation, Boiler	Per cent Covered Radiation	Ratio of Covering Saving by
130 to 140 lbs. per sq. inch	13.7	5.8	42.2
120 to 130 lbs. per sq. inch	13.3	5.3	40.4
110 to 120 lbs. per sq. inch	12.9	5.7	44.3
100 to 110 lbs. per sq. inch	12.8	5.7	44.8
90 to 100 lbs. per sq. inch	11.	4.9	44.8
80 to 90 lbs. per sq. inch	10.7	4.3	40.5
70 to 80 lbs. per sq. inch	10.2	4.3	42.2
60 to 70 lbs. per sq. inch	11.3	4.5	40.
50 to 60 lbs. per sq. inch	10.6	4.6	43.8

The advantage of these coverings in the practical working of steam engines, and in manufacturing establishments where a great amount of coal is consumed, are shown in a marked diminution in the amount of fuel used, or a greatly increased steam pressure, or both.

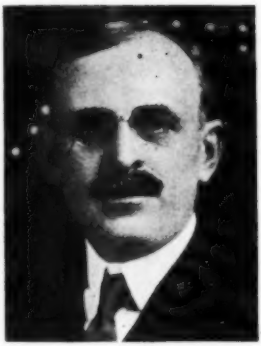
This system not only saves the great loss of power which always attends the working of an engine when a portion of steam has been condensed, which often occurs where an engine is run at a distance from the boiler, but it so helps to keep stored up the heat from the fires that a materially increased steam pressure is the invariable accompaniment of its adoption, so that, while it may go far in aiding us to obtain in working power that theoretical value of coal for which all engineers are striving, its great economy in the way of saving the power which every one acknowledges is easily possible cannot be denied.

Besides owning the "air space" improvement, the company is manufacturer of various non-conducting compositions, hair felt, etc., and asbestos mill board, round packing, sheathing, wicking, and other articles of this class. They have factories at New York and Pittsburgh, their New York office being at 40 John Street, and they apply their improvements in every part of the country. The officers of the company are: John Roach, President; Geo. E. Weed, Treasurer; and R. H. Martin, Secretary and General Manager.

C. M. Clarke

The Industry has lost another of its veterans, C. E. Clarke, who first became interested in asbestos nearly fifty years ago.

Mr. Clarke will be remembered as President of the Sall Mountain Company of Chicago, which position he occupied until his retirement last year. His death, due to heart trouble with pneumonia complications, occurred on October 19th at his home in Pasadena, California, and he was buried in Chicago on October 24th.



Mr. Clarke was born in Northport, Ontario, Canada, on September 3rd, 1862, and came to this country when he was eighteen or twenty years old. He worked for the Pullman Company for several years, later became superintendent for Shields & Brown, an asbestos firm at 242 Randolph Street, Chicago. This firm merged with the H. W. Johns Company, who had offices in the same building. A little later the office and factory were moved to Milwaukee, and Mr. Clarke was made superintendent of the Johns-Manville plant. Here he remained about a year and then, in company with C. E. Cook, came back to Chicago and organized the Sall Mountain Asbestos Manufacturing Company in 1899. The name was later changed to the Sall Mountain Company, Mr. Clarke remaining as president until its reorganization in 1931.

The photograph was taken ten or twelve years ago but is a remarkable likeness.

Everyone in the Asbestos Industry who knew Mr. Clarke has a kindly word for him.

The Tariff Hearing on Asbestos

At the time our October issue went to press hearings at Washington before the tariff commissioners, particularly concerning Russian Asbestos, were not finished.

Hearings were begun on September 27th, and continued up to and including October 7th, at which time a recess was taken until Tuesday, October 11th. Testimony and evidence on behalf of the complainants were begun on September 27th and concluded on October 1st. On that date, October 1st, witnesses for the Amtorg Trading Company took the stand.

Witnesses who testified for the complainants were:-

Basil W. Delgass, former Vice President of Amtorg Trading Corporation.

T. E. Eagleson, Assistant to the Commissioner, Asbestos Brake Lining Association.

W. A. RuKeyser, Mining Engineer, formerly in charge of Russian Asbestos Mine.

E. J. Wilson, buyer and seller of asbestos, 350 Madison Ave., New York.

Wm. H. Morris, Asst. General Technical Director and Asst. General Superintendent, Keasbey & Mattison Co.

Charles K. Dillingham, Sales Manager, Johns-Manville.

Eugene Schaaf Regelman, Asbestos dealer.

Carl Bindman, Sales Manager, Johnson Co., Thetford Mines, P. Q., Canada.

C. H. Shoemaker, Mining Engineer, Johns-Manville.

R. D. Fox, Asbestos Fibre Spinning Co., North Wales, Pa.

G. Schafenacker, Treas. & Gen. Mgr., Asbestos Fibre Spinning Co., North Wales, Pa.

G. W. Marshall, Purchasing agent, Raybestos-Manhattan, Inc.

G. R. Weber, Vice President, Raybestos-Manhattan Co.

Timothy E. Byrnes, Pres., Vermont Asbestos Corp.

Karl H. Behre, Sales Manager, Vermont Asbestos Corp.

Frederick E. Byrnes, Vice Pres. & Gen. Mgr., Ver-

mont Asbestos Corp.

Witnesses testifying for the Amtorg Company were as follows:

Herbert Abraham, Manufacturer of asphalt and asbestos products, President Ruberoid Co., New York City.

L. Lamport, Statistician, Amtorg Trading Corp.

A. A. Manukian, Consultant on Economic problems, Amtorg Trading Corp.

B. Poverman, Charge of the Import Section of Accounting Dept., Amtorg Trading Corp.

A. V. Mikadze, Vice Pres. & Director of Mineral Mines, Amtorg Trading Corp.

Charles J. Horney, Salesman, Amtorg Trading Corp.

W. H. Truesdell, Chairman of Board of Carolina Asbestos Co.

George L. Abbott, Pres. & Treas., Garlock Packing Co., Palmyra, N. Y.

C. E. Harwood, Supt. Automotive & Lining Depts., Russell Mfg. Co., Middletown, Conn.

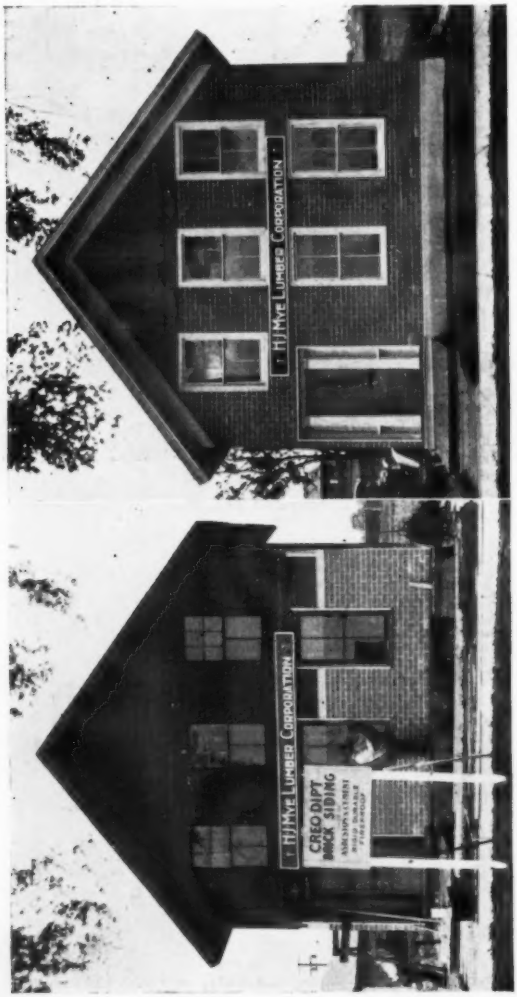
C. H. Carlough, President, Carolina Asbestos Co.

Samuel H. Dolbear, Consulting mining engineer.

The hearing was finally concluded having occupied three full weeks, and was the longest hearing ever recorded in Tariff Commission annals.

It will be some time, however, before the final decision is made by the Tariff Commission; in fact those concerned do not hope for a decision earlier than February 1933. All the evidence in the case must be gone over and carefully considered before decision is made, and it is quite easy to see that it will take several weeks to go over the testimony and cross-examination of three weeks.

According to the India Rubber Journal, wages in the asbestos industry in England have been reduced 1/2d. per hour for men and 1/4d. per hour for women, as from the day following the first making-up day in September. The minimum rates, after the change, are: Men 11¼d; women 7½d.



Showing the improvement in appearance after this new form of Asbestos Cement Siding has been applied.

Creo-Dipt Brick

A New Asbestos Cement Product

A siding which has the appearance of brick, but comes in thin sheets (3/16 in. thick) and can be nailed on, is the newest addition to the asbestos cement line; and has just been announced by the Creo-Dipt Company, Inc., of North Tonawanda, N. Y.

This new asbestos cement product is colored and textured like wire-cut brick. It is, of course, rigid, absolutely fireproof and, like all asbestos cement materials, requires no painting or upkeep expense. It is made in three colors,—red, mulberry and tan, which can be used separately or in combination.

The material comes in strips, containing two bricks, the size of each brick being 8-1/8 in. x 16-1/4 in. x 3/16 in. thick. Only two nails are required to a strip, and two hundred and forty-eight strips are required to cover a square (100 square feet).

The photographs show the great improvement in appearance after the Brick has been applied. As can be seen, the finished jobs look exactly like real brick, but the cost is very much less. Not only is the material less expensive than real brick, but the labor cost is much lower. It took two workmen two days to complete the job shown in the photograph.

While Creo-Dipt Brick can be used on new construction to advantage, because of its attractive appearance at low cost, it is ideal for application over old frame or stucco houses.

A sample of the material is in the office of "ASBESTOS" for examination by anyone interested.

A New Asbestos Awning Fabric By Johns-Manville

The idea of the asbestos awning is not particularly new, but its practical use has been retarded by the lack of adequate fire-resistant color compounds. An awning cloth without color will not sell—even if it be fireproof. An asbestos awning cloth, if colored with an inflammable compound, is a contradiction. The problem of the asbestos industry has been to find the coloring medium which will not **support** a flame.

The Johns-Manville laboratories have found this medium, and have successfully applied it to asbestos textiles, which are now being sold by one of the leading awning cloth manufacturers and their jobbers.

The new cloth, in a complete line of plain colors and stripes, was introduced to the awning makers of the country at their convention at Indianapolis, October 12, 1932. Before this show, two distinct sets of tests were made. One set was made in the research department at Manville, N. J. The other was made by selling some material to a well-known awning maker in a well-to-do residential community. This man sold the idea to a prospect, made up and installed the awnings and they were actually used on a private house.

This second test, altho by no means as severe as those

to which the material was put in the laboratory, was just as important from the sales viewpoint. It was tangible evidence that the laboratory tests were of practical significance.

The tests made at Manville were conducted according to A. S. T. M. standards. The hot nichrome ribbon and the bunsen blue flame test both showed that the coloring could be blackened by sufficient heat but that it would not support a flame. The rain storm test showed the material to be waterproof when subjected to water under a pressure of 3 inches of mercury. A special test was arranged to roll and unroll a sample awning for the equivalent of four years of ordinary use. No cracking of the coloring or the fabric occurred. Natural weather and weatherometer tests showed the coloring also to be fadeproof.

The awning maker who sold the trial installation already mentioned expressed his unqualified approval of the new material with the statement that "in our opinion it is the best fireproof awning material in colors, quality and workability that we have ever seen."

Homes Permanesque-An Asbestos Steel House

During October there was opened in Parma Heights, a suburb of Cleveland, an asbestos steel house, built to sell, with its site, complete for $5500.

The house is probably as nearly factory built as is possible. Both its frame and exterior finish is built in the factory. The exterior is of rigid asbestos sheets. Back of that is a half inch of dead air space and then 1⅜ in. of aircell board. Then comes wood, 1½ in thick, and finally an inch of aircell board used as a base for the interior plaster.

The materials are built at the factory into panels 4 by 8 feet, with a total thickness of 4⅜ in. On the job these panels are set in a steel frame and locked in with rigid asbestos battens. Both the panel and the frame are new and patents have been applied for.

The house has been evolved by Don A. Loftus, who is president of Homes Permanesque of America. Cooperating with him are Philo R. Brooke, Architect, The Truscon Steel Company and the Philip Carey Company.

The house is of the Cape Cod type, very attractive, and containing five rooms and bath on the first floor, two rooms and bath on the second, with laundry, furnace room and garage in the basement. Windows are of steel and floors of concrete on junior steel beams.

The asbestos materials not only give permanency and low upkeep cost but insulation as well.

FACT AND FANCY

Bid Peddling.

Your attention is especially directed to the article on page 30 in this issue whereon will be found a very timely suggestion for controlling "Bid Peddling."

Obviously, nearly all important building today, is for Governmental use and economy—city, county, state or national.

Industrial and home building is temporarily at a standstill.

Under our laws only the lowest bid may be accepted, regardless of the train of wreckage which usually follows in the wake of cut-throat bidding, rebidding, and buying of the job.

The material man is the goat as a rule because labor is paid weekly, whereas the material man waits and waits —often forever—for his pay.

The plan of protection described as used in the specifications for the Macaroni Building at Louisville, should be studied and, in some form, adopted and advocated especially by material men.

The Share-the-Work Movement.

We commend for your most serious consideration the Share-the-Work Plan of the Federal Reserve Banking and Industrial Committees, headed by Walter C. Teagle.

We will not attempt to outline in these pages the various ingenious methods of giving at least a small amount of work to a larger number of employees, rather than full time work to a limited number, but by the various methods which have been put in use it has been possible to secure for a larger number of people at least some income which helps them thru the depression.

Industry generally is looking ahead with a hopeful attitude, believing that the most serious effects of the depression are behind it; nevertheless there is still a very serious problem of unemployment to be taken care of,

and anything that can be done to relieve this situation is intelligent selfishness in your own interest.

The large majority of the plans suggested and put in use do not increase costs at all. They simply give a larger number of families some income by which to carry on.

Additional information on this subject can be obtained from the Share-the-Work Committee, Room 514, 33 Liberty St., New York City.

New Types of Insulation.

So far as we can determine, insulation materials were first generally used about 1865, altho experimental installations and other scattered instances may have occurred somewhat earlier.

Be that as it may, insulation has been known and used for at least 67 years, and never during those 67 years has the insulation industry been lost sight of; always there has been progress—higher pressures, higher temperatures, new conditions have demanded better materials.

This present year has seen much progress made—and there is very little doubt that 1933 will be an even more interesting one for the insulation industry.

We want to report faithfully in 1933 any and all steps forward. Therefore if your company improves an insulation material, or perfects a new one, let us announce it promptly and in detail.

Write us at once of anything new in the insulation line.

Sound deadening material used on the ceiling of a large railroad station caught fire the other day and caused considerable damage. The moral of which is: use a fireproof (preferably asbestos) material for sound deadening purposes.

We believe the Asbestos Industry could profit by research work for the purpose of devising an asbestos (and thoroly fireproof) ceiling and wall insulation.

ASBESTOS MARKET CONDITIONS

General Business.

It appears to be a generally accepted fact that business as a whole is improving, altho the improvement is irregular, slow, and in many industries imperceptible. In the United States the present month has been disturbed by the presidential election. While many factors show only slight improvement, even this slight progress is an indication that better business is on the way.

The F. W. Dodge Corporation believes that a number of factors point to increased residential building in 1933. They point out that the new Home Loan Bank System will start things moving in this direction, and with improved employment, lower building costs and a built-up demand for new housing apparent, the corporation believes that a revival of home building is almost certain to follow.

Asbestos. Raw Material.

Shipments of asbestos fibre from Canada for October show a substantial increase over the previous month. This is partially due to the fact that buyers realize that asbestos at present prices cannot show any further serious decline, and consequently are taking a little more into stock.

Prices on asbestos today show no change over last month.

Asbestos. Manufactured Goods.

Textiles. There is little change in the textile market. Prices, which are very low, remain about the same. It is a pity that the textile manufacturers have let the market get out of hand. The present low prices are doing nobody any good—not even the purchasers in the long run.

Brake Lining. While we have been unable to get much information on the brake lining market from the manufacturers themselves, the present low production of the automotive industry naturally means that demand for brake lining has slacked off. It is unlikely that demand for replacement business has improved sufficiently to take up much of the slack in the original brake lining sales.

Insulation. High Pressure. Volume seems to be holding fairly steady, prices also. It is hoped that continuation

of large building projects will continue to hold the high pressure market at fair volume.

Insulation. Low Pressure. October about equalled September in the low pressure market, and September had been an improvement over preceding months, but of course, most of this improvement was seasonal. Demand has been fair, prices about as usual.

Paper and Millboard The Paper market seems to have improved slightly with some of the manufacturers. Prices are fairly well stabilized. Millboard, on the other hand, has slacked off, and because of the substitution of other materials, it is feared that Millboard will not come back as quickly or with as much volume as other asbestos product markets.

Asbestos Cement Products. Asbestos shingle sales have kept up very well during October, due in part to the regular seasonal increase that is expected by the industry at this time of the year, and in part to a slightly improved condition in the general building field. As has been mentioned several times before in these columns, the asbestos shingle industry has attracted much favorable notice to its products during the past year, with outstanding improvements in the appearance of the shingles which are now meeting with architectural favor.

Such improvements have undoubtedly supported the asbestos shingle sales at a better level than they would have maintained ordinarily during this period of building depression. It is reasonable to expect that these improvements in the product will give great impetus to the sale of asbestos shingles later on when general conditions improve, and that the industry may look forward to a greater volume of sales at that time than any time in the past.

In the corrugated and flat lumber markets there has been very little change. The flat lumber remains fairly constant from month to month while the corrugated market depends to a large extent on industrial building and when, as at present, there is little industrial building, there are few corrugated sales.

Note: The above represent the opinions of various men in the industry in close touch with the field. If your opinions differ, or even if they do not, we will be glad to have you write us.

ASBESTOS

Current Market Prices

Standard Grades of Canadian Asbestos

Canadian Standard Mark	Price per short ton f. o. b. mines
Crude No. 1	$450.00
Crude No. 2	200.00
Vimy R/M Crude	150.00
3-K (4-7-4-1)	110.00
3-M (2-9-4-1)	100.00
3-R (2-8-4-2)	90.00
3-T (1-9-4-2)	80.00
4-R (0-3-9-4)	$65.00 to 55.00
4-T (0-2-10-4)	50.00 to 45.00
5-D (0-½-10½-5)	32.50
5-M (0-0-11-5)	35.00 to 32.50
5-R (0-0-10-6)	30.00
6-D (0-0-7-9)	22.50
7-D (0-0-5-11)	20.00
7-H (0-0-3-13)	18.00
7-K (0-0-2-14)	12.50
7-M (0-0-1-15)	10.00
7-R	10.00
7-R Special Floats	20.00
7-R Floats	15.00
8-55 (55 lbs. per cu. ft.)	10.00

ASBESTOS STOCK QUOTATIONS

(Figures supplied thru the courtesy of Edward G. Wyckoff and Company, 1528 Walnut Street, Philadelphia, Pa.)

			October 1932		
	Par	Div.	High	Low	Last
Asb. Corp. (Com.)	np	..	.25	.10	.15
Asb. Corp. (Pfd.)	100	7	.50	.12½	.25
Carey (Com.)	100	5	Quote 30-40		
Carey (Pfd.)	100	7	Quote 70-80		
Certainteed (Com.)	np	..	2⅞	1½	2¼
Garlock Packing (Pfd.)	np	..	No Sales		
Garlock Pkg. (Bonds)	100	6	64	63¾	64
Johns-Manville (Com.)	np	..	33¼	18¼	22¾
Johns-Manville (Pfd.)	100	7	79⅞	65	77
Raybestos-Manhattan, Inc. (Com.)	np	1	10	6⅝	8⅛
Ruberoid (Com.)	np	4	23	20	23
Thermoid (Com.)	np	..	3¼	2	2¼
Thermoid Pfd.	100	7	No Sales		
Thermoid (Bonds)	100	6	47	39	43

English Market Conditions

By Our English Correspondent

At long last a perceptible improvement in the demand for asbestos products is manifest in this country. There is nothing sufficient as yet to create enthusiasm, but the upward movement appears to have definitely commenced. The main industries of the country—many of them emerging from internecine conflict on working conditions, hours of work, etc., have still a long way to go for the resumption of normal conditions; but things are gradually settling down, altho the introduction of tariffs and the effects of the Ottawa agreement will necessitate a new adjustment on the part of traders in this country to whom the traditions of a free trade system present many obstacles.

On the whole, however, there is mild optimism prevalent and a sense of security in the rehabilitation of the nation's finances, which justifies a more cheerful outlook. Currency fluctuations are an ever-present bar to that sense of solid security which obtained before this country went off the Gold Standard in September 1932; purchases from abroad are subject to rapid changes in prices for this reason. For example, the Canadian dollar at the time of writing stands at 3.61½ to the pound sterling, whereas three months ago the quotation was 4.05. The cost of Canadian asbestos to British buyers, therefore, has risen by more than 10% in that period.

Despite everything, however, an undoubted but small improvement has set in. Many industries on which the sale of asbestos products depends for a substantial outlet are still languishing, e. g., Shipping and Railways. The Motor Trade, on the other hand, has recently received a fillip from the annual exhibition at Olympia, and Brake Lining business should share in this revival!

The export trade is necessarily suffering from the chaotic financial conditions of the world generally and Europe in particular and no very substantial increase in business can be expected in this direction until more

peaceable conditions obtain.

Let us hope that the World Economic Conference about to be held will produce the desired effect more quickly than the experience of similar recent conferences has led us to expect.

HOW TO STOP BID PEDDLING

To prevent bid peddling and bid cutting, the following clause was written into the specifications of the Macaroni Building, in Louisville:

"The general contractor shall list in his bid the trades or portions of work which he will execute with his own organization. He shall also submit a list of the trades that he will sublet, giving with each trade the name of the subbidder to whom such contract will be let. No bid will be considered unless such lists are included in bid. The owner may, if he so elects, substitute another subcontractor for any of those listed by the general contractor, by paying the difference in price between the bids, of such subcontractor and the one selected by the owner."

CONTRACTORS AND DISTRIBUTORS PAGE

WAGE RATES IN VARIOUS CITIES

A recent compilation of Wage Rates for Asbestos Workers in the various cities, finds a number of cities with reduced rates. The following list represents the latest information we have. Corrections will be welcomed, and will be published in our next issue.

Akron, Ohio	$1.00	Minneapolis, Minn.	1.06¼
Atlanta, Ga.	1.00	Nashville, Tenn.	1.00
Baltimore, Md.	1.12½	New Bedford, Mass.	1.00
Beaumont, Texas	1.00	New Orleans, La.	.60
Birmingham, Ala.	1.25	New York City, N. Y.	1.40
Boston, Mass.	1.25	Oakland, Calif.	.80
Buffalo, N. Y.	1.50	Oklahoma City, Okla.	1.00
Charlotte, N. C.	1.00	Omaha, Nebr.	1.32
Chicago, Ill.	1.37½	Philadelphia, Pa.	1.12½
Cincinnati, O.	1.15	Pittsburg, Pa.	1.50
Cleveland, O.	1.17½	Portland, Ore.	1.00
Columbus, Ohio	1.25	Reading, Pa.	.70-.80
Dallas, Texas	1.31¼	Richmond, Va.	.87½
Dayton, O.	1.25	Rochester, N. Y.	1.01¼
Denver, Colo.	1.12½	Salt Lake City, Utah	.75-.90
Des Moines, Ia.	1.25	San Antonio, Texas	.75-1.25
Detroit, Mich.	1.25	San Diego, Calif.	1.00
Duluth, Minn.	.80	San Francisco, Calif.	.80
E. St. Louis, Ill.	1.25	Seattle, Wash.	1.00
Erie, Pa.	.80-.90	Sioux City, Ia.	90
Grand Rapids, Mich.	.65-.80	St. Louis, Mo.	1.25
Houston, Texas	1.00	St. Paul, Minn.	.95
Hartford, Conn.	1.00-1.25	Springfield, Mass.	1.12½
Indianapolis, Ind.	1.06	Syracuse, N. Y.	1.12½
Jersey City, N. J.	1.65	Tampa, Fla.	1.25
Kansas City, Mo.	1.05	Topeka, Kans.	.87½
Louisville, Ky.	1.12½	Toronto, Ont.	.92½
Los Angeles, Calif.	1.25	Trenton, N. J.	1.50
Lynn, Mass.	1.17½	Washington, D. C.	1.50
Memphis, Tenn.	1.00	Wichita, Kans.	.60
Milwaukee, Wis	1.00	Youngstown, Ohio	1.37½
Mineola, L. I.	1.40		

Little Lessons in Selling

NEW STUFF IN APPROACHES

By John T. Bartlett

How many times do prospects hear this? "My name is Jones, Brown. I represent the Eagle & Owl Company." With every word of this stereotyped introduction, the salesman builds up for himself a wall of mental resistance.

There is a surplus of good ways to break the ice. "Well, well, well, Mr. Prospect, I'm certainly mighty glad to make your acquaintance. I've heard a lot about you. Why, just the other day, my friend, Bill Boyd, was telling me—".

An anecdote, flattering the prospect, is used. Before the salesman makes known his identity, he has warmed up the prospect.

It may be old, but it always seems to work—that approach of famed recognition. "How are you this trip, Mr. Prospect? You are looking fine! Jack Stevens, up at the offices, asked me to give his regards to you." Mr. Prospect, like most of us, probably has a faulty memory for remembering faces. Plainly, the visitor is someone who knows him; he must be polite and interested.

We recall a salesman who developed an approach which began with the words "Six turnovers and 75% profit! — does that interest you, Mr. Stone?" As he adds the question, he puts a sample of the product before the merchant.

Such approaches as "I've something here I would like to show you," or "Have you time to look at my samples?" fall far short of the necessity.

Get off the freight and take an express for a change; change your way of saying the thing; create and use a fresh approach.

You'll note a big difference in the speed with which you get to your result.

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

	August 1932 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	270.00	£3,375	..	..
Shabanie (R. & Gen. Asb. Corp. Ltd.)	399.00	4,987	8	9
Victoria District				
Gath's & King (R. & Gen. Asb. Corp. Ltd.)	375.07	4,688	8	9
	1,044.07	13,050	17	6
August 1931	*1,411.82*	*£17,639*	*9*	*11*

Canada.

(Published by Dominion Bureau of Statistics).

Production divided by Grades:	September 1932 Tons (2000 lbs.)
Crude No. 1	12
Crude No. 2	50
Other Crudes	6
Spinning Stocks	511
Shingle Stocks	1,856
Paper Stocks	1,722
Waste, Stucco or Plaster Materials	1,268
Refuse or Shorts	5,576
	11,001
By-products (Sand, gravel, etc.)	203
Production September 1931	*15,786*
Production August 1932	*9,331*

Africa (Union of South).

(Statistics published by Dept. of Mines and Industries of U. of S. A.)

	August 1931 Tons (2000 lbs.)	Value	August 1932 Tons (2000 lbs.)	Value
Transvaal				
Amosite	198.20	£1,952	85.00	£ 850
Chrysotile	1,366.05	19,795	277.00	1,648
Cape				
Blue	344.46	8,167	482.94	9,366
	1,908.71	£29,914	844.94	£11,864

Imports Into U. S. A.

Unmanufactured Asbestos.

	September 1931 Tons (2240 lbs.)	Value	September 1932 Tons (2240 lbs.)	Value
Africa (Br. S.)	22	$ 2,147	.....	.....
Canada	11,040	257,705	8,018	$191,335
Italy	2	1,130	2	995
United Kingdom	..	104	..	.....
	11,064	$261,086	8,020	$192,330

Tabulation of Crudes and Fibres:

All the above is Crude with the exception of Canada which is divided as follows:

Crude	51	13,925	78	12,023
Mill Fibre	2,931	124,812	2,521	105,934
Lower Grades	8,058	118,968	5,419	73,378
	11,040	$257,705	8,018	$191,335

Manufactured Asbestos Goods:

	September 1931 Pounds	Value	September 1932 Pounds	Value
Yarn—				
United Kingdom	11,555	$ 5,318	509	$ 211
Fabrics, Woven—None.				
Packing Fabric—				
Germany	410	149	.....	.....
Italy	1,102	570	.....	.....
United Kingdom	1,102	1,001	997	296
Packing, Not Fabric—				
Austria	120	61	.....	.....
France	19	7	.....	.....
Germany	3,770	1,413	.....	.....
United Kingdom	2,736	919	669	235
Paper, Millboard and Wallboard—None.				
Brake and Clutch Lining, Woven Fabric—				
Germany	27,695	6,724	.....	.....
Brake and Clutch Lining, Molded, Pressed or Formed—None.				
Shingles and Slates of Asbestos Cement—Plain—				
Belgium	39,150	473	.....	.....
Articles in part of Asbestos, not impregnated, etc.—				
Italy	3,007	68	.....	.....

	September 1931 Pounds	Value	September 1932 Pounds	Value
Articles in part of Asbestos, impregnated, etc.—				
Canada	.....	.....	7,357	510
Pipe Covering and Cement—None.				
Other Manufactures—None.				
	90,666	$16,703	9,532	$1,252

Exports from U. S. A.

Exports of unmanufactured asbestos during August[1] 1932, amounted to 114 tons, valued at $8,174, while during August[1] 1931, 24 tons, valued at $1,296 were exported.

	August[1] 1931 Pounds	Value	August[1] 1932 Pounds	Value
Paper, Mlbd. & Rlbd.	35,650	$4,362	33,755	$4,901
Pipe Covering & Cement	143,168	7,567	74,116	4,009
Textiles, Yarn & Pkg.	123,461	63,972	44,050	28,837
Brake Lining[2]				
Molded and Semi-molded	.....	39,519	.....	31,494
Not Molded	257,040	47,773	115,515	21,102
Magnesia and Mfrs. of	146,022	12,205	115,028	6,874
Asbestos Roofing[3]	2,943	13,519	559	1,598
Other Manufactures	152,502	16,493	73,562	8,566

[1] Exports one mo. behind imports. [2] Lin. ft. [3] Squares.

Exports of Raw Asbestos from Canada.

	September 1931 Tons (2000 lbs.)	Value	September 1932 Tons (2000 lbs.)	Value
United Kingdom	28	$ 3,450	200	$ 10,985
United States	3,105	141,568	2,582	124,091
Australia	.....	.....	75	3,850
Belgium	926	56,700	151	5,049
France	97	11,900	197	15,315
Germany	513	42,295	299	20,025
Italy	44	4,400	99	2,722
Japan	345	14,288	203	9,325
Netherlands	109	6,760	28	1,260
	5,167	$281,361	3,834	$192,622
Sand and Waste—				
United Kingdom	5	125	32	545
United States	8,621	104,910	5,890	75,859
Belgium	30	600	30	540
France	.....	.....	52	670
Germany	160	3,616	30	540
Japan	34	675	15	275
Netherlands	63	1,365	71	1,775
Porto Rico	30	330	.....	.....
	8,943	$111,621	6,120	$80,204
	14,110	$392,982	9,954	$272,826

ASBESTOS

Imports and Exports by England.

Imports of Raw Material.

	Sept. 1931 Tons (2240 lbs.)	Value	Sept. 1932 Tons (2240 lbs.)	Value
Africa (Rhodesia)	376	£8,448	265	£6,669
Africa (Union of South)	189	4,031	851	17,385
Africa (Port. E.)	40	1,377	.....	.....
Africa (Kenya)	15	2,917	.....	.....
Canada	81	1,332	199	3,284
Cyprus	45	1,075	....	1
Finland	....	....	55	397
Germany	10	60	..	.....
Italy	1	38	4	143
Irish Free State	1	10	..	.....
New Zealand	1	10	..	.....
Soviet Union (Russia)	..	....	80	2,617
U. S. of America	95	1,058	18[1]	153
	854	£20,356	1,472	£30,649
Re-shipments	85	858	206	4,609

[1] Waste

Exports of Asbestos Manufacturers:

To Netherlands	57	3,606	26	2,135
To France	38	3,874	27	2,124
To United States of America	3	681	1	226
To British India	303	6,633	75	5,812
To Australia	19	2,005	28	3,865
To Other Countries	1,040	45,173	674	36,498
	1,460	£61,972	831	£50,660

AUTOMOBILE PRODUCTION

86,483 motor vehicles were produced in the United States and Canada during September 1932; the 1931 September figure was 143,212; while the August 1932 figure was 94,391.

"Sealite" is a new type of plastic metallic packing, developed by R. C. Taylor & Company, 86 London St., Greenwich, London, S. E., and consists of 85 per cent of a finely divided non-fibrous lead base alloy, 10 per cent of graphite, and a small proportion of long fibre asbestos.

The material is claimed not to harden or perish under extreme pressure or temperature, is self lubricating and can be broken up and moulded by the fingers. It is sold in cakes, and comes in two qualities, No. 2 the more resilient, and No. 3 for use with super-heated steam.

NEWS OF THE INDUSTRY

Birthdays. The following names appear on our birthday list this month: Robert J. Stokes, President, Thermoid Rubber Co., Trenton, N. J., whose birthday occurs on November 23rd; F. R. Anderson, Vice President Sall Mountain Company, Chicago, Ill., November 24th; Alvin C. McCord, President, McCord Mfg. Co., Wyandotte, Mich, November 24th; John J. Krez, President, Paul J. Krez Co., Chicago, Ill., November 26th; S. J. Gillis, Waterfront Manager, Plant Rubber & Asbestos Works, November 26th; Alfred E. Hermes, Secy.-Treas., Acme Asbestos Covg. & Flooring Co., Chicago, Ill., November 27th; S. P. Moffit, Assistant to the Vice President, Eternit Division, Ruberoid Company, New York City, November 29th; R. E. Kramig, of R. E. Kramig Co., Cincinnati, O., November 29th; Ralph C. Harden, Vice President, Johns-Manville Corporation, Chicago, Ill., December 1st; C. A. Wright, Vice President, Plant Rubber & Asbestos Works, San Francisco, Calif., December 4th; Kenneth MacLellan, Managing Director, George MacLellan & Co., Ltd., Glasgow, Scotland, December 8th; R. M. Bryan, President, Asbestos Spinning & Weaving Corporation, New York City, December 8th; Peter MacLellan, Sr., Chm. of Directors, George MacLellan & Co., Ltd., Glasgow, Scotland, December 15th. We extend to all these gentlemen best wishes and hearty congratulations.

F. E. Byrnes, Vice President of the Vermont Asbestos Corporation is doing his bit toward advertising asbestos by addressing Rotary Clubs on that subject thruout the State of Vermont. He has already talked at Montpelier, Rutland, Randolph, St. Albans, Newport, Morrisville and Lyndonville, and is scheduled to speak at Burlington and St. Johnsbury. Others in the Industry might profitably spread the gospel of asbestos in a similar manner.

Asbestos and General Trust, Ltd. This firm has been placed in voluntary liquidation, but a proposal has been put forward for the preserving of the shareholders' interest in the business.

It is proposed to form a new company called the "General Asbestos Company, Limited," with a capital of £60,000 in 1s. shares. The new company will possess the whole of the old company's Rhodesian assets as well as some additional properties, which will place the new company in an infinitely better position than the old. The milling plant is to be reorganized at a cost of about £2000, and will then be able to turn out 300 tons of asbestos a month, of the qualities required by asbestos buyers.

It is figured that the working costs will be £11 per ton, and freight charges £5 6s 6d per ton, or a total cost of £17 per ton, while the new company claims to have inquiries from buyers in Africa, Europe, New Zealand and Japan, who are ready to take

the whole output at a minimum price of £25 per ton.

The Garlock Packing Company of Palmyra, N. Y., has just issued and is distributing to the trade its general catalog B-1932. This catalog is beautifully bound in dark brown cloth, is 8½" x 11" in size, and contains 160 pages, profusely illustrated.

The contents show the result of much careful work, and the catalog will be very useful to anyone interested in purchasing various kinds of packings.

The book is a real addition to our library of asbestos advertising matter.

The Lotz Asbestos Company, Insulation Engineers and Contractors of Hartford, Conn., have recently taken on the full acoustical line of Absorbex for the State of Connecticut. The general agent for this material is the W. T. Roberts Company, Statler Office Building, Boston. Absorbex has been used as acoustical treatment in the Raleigh Fitkin Memorial Building, Graduate School, Sterling Medical Group and Bowers Hall of the Sage School of Forestry, all of Yale University, while more than 40,000 feet have been applied at the Springfield Hospital at Springfield, Mass.

The Lotz Asbestos Company has also recently furnished and laid eleven carloads of Ric-Wil Underground Conduit at the Fairfield State Hospital, Newtown, Conn. In its flooring division the Lotz Company represents the Quabaug Rubber Co., selling their rubber tile, the Tile-Tex Company of Chicago, asphalt tile, and W. & J. Sloane Co., lineoleum.

Asbestos Brake Lining Association, Inc. The annual meeting and election of officers will be held on Friday, December 9th, at the Book Cadillac Hotel, Detroit, Mich. This meeting date is during the week of the joint N. S. P. A. and M. E. A. show at Detroit.

Emsco Asbestos Co. Jobbers and their salesmen who anticipate visiting the Joint Trade Show, December 5th to 10th, at Detroit, are cordially invited to visit the officials and see the products of the Emsco-Jadson organization at their booths.

At about the same time—on December 1st, the Emsco-Jadson line of quality automotive products will be distributed in the midwest territory from a new warehouse, at 1290 S. Canal Street, Chicago. A complete and large stock of Emsco Brake Lining, Clutch Facings, Automotive Ring Packing, Fan Belts, Radiator Hose, Jadson Valves, Guides, Piston Pins and Emsco Pistons will be instantly ready for delivery to jobbers in the surrounding states. C. A. Gilbert, who has managed the distribution of Emsco-Jadson products in the New York territory for many years, will assume active charge of the Chicago headquarters, as manager of the Eastern District, including his New York territory.

TRADE MARKS

(This information is supplied by the National Trade Mark Co., Munsey Bldg., Washington, D. C., who will conduct free of

charge an advance search on any trade mark our readers may contemplate adopting.)

Industal. Serial No. 329,424. Keasbey and Mattison Co., Ambler, Pa. For asbestos cement product made in corrugated sheet form especially adapted for roofings, sidings and partitions. Passed on November 1st.

PATENTS

Method of Treating Asbestos. No. 1,875,890. Granted on September 6th to W. A. Rukeyser. Filed July 3, 1930. Serial No. 465,485.

Described as the process of cleaning asbestos fibre from the gangue, and grading the same, comprising of placing a mass of crushed asbestos-bearing rock and/or asbestos upon a flat support having cleaning and grading passages, and imparting to the support and the said asbestos thereon, a differential shake having horizontal and vertical components, regulated to transport the said asbestos along the surface and to retain the fibres in position parallel to the support.

Machine for the Manufacture of Asbestos Cement Products. No. 1,876,399. Granted on September 6th, to Maurice Catala, Virginal, and Albert Huart, Brussels, Belgium. Filed March 12, 1931. Serial No. 522,114, and in Belgium March 22, 1930.

Described as in a machine for the manufacture of asbestos cement products the combination with a suction box of an endless felt band, adapted to move across the mouth of said box and endless apron of previous material interposed between said band and the mouth of said box, said apron having solid edge portions and longitudinal ribs on said edge portions, having a sealing engagement with the side edges of the mouth of said box.

Holder for Plant Soil. No. 1,856,571. Granted on September 13th to William S. Acuff, Jr., Ambler, Pa. Assignor to Ambler Asbestos Shingle & Sheathing Company. Filed November 22, 1929. Serial No. 408,944.

Described as a greenhouse bench comprising a unitary open-topped boxlike body portion of asbestos material and a pair of independent upright metallic end frames, on which the body portion is removably mounted, said unitary body portion being constituted by a bottom and sides and in its constitution the sole connection between the end frames and maintaining them in properly spaced relationship.

Process of Making Brake Lining and the Like. No. 1,877,651. Granted on September 13th to Frank J. Eisenhardt, Waukegan, Ill. Assignor to Johns-Manville Corp. Original application filed May 24, 1924. Serial No. 715,715. Divided and this application filed October 21, 1927. Serial No. 227,685.

Described as the process of producing brake lining material consisting of a sheet, which process includes spirally winding layers of a compound subject to be hardened by heat, together with reinforcing substance while applying the heat on the interior of said spiral winding and pressure at the exterior thereof.

ASBESTOS

It is said that umbrellas of asbestos cloth are being used by German firemen to ward off flames shooting out from burning buildings. They also use a screen made of asbestos cloth for the same purpose.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of "ASBESTOS" published monthly
(Insert title of publication.) (State frequency of issue.)

at Philadelphia, Penna. for October 1, 1932
(Name of post office and State where publication is entered.) (State whether for April 1 or October 1.)

State of Pennsylvania }
County of Philadelphia } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared A. S. Rossiter, who, having been duly sworn according to law, deposes and says that he is the Editor of the "ASBESTOS"
(State whether editor, publisher, business manager, or owner.) (Insert title of publication.)

and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

	Name of	Post office address
Publisher	Secretarial Service	1701 Winter St., Phila., Pa.
Editor	A. S. Rossiter	Blue Bell, Pa.
Managing Editor	A. S. Rossiter	Blue Bell, Pa.
Business Manager	A. S. Rossiter	Blue Bell, Pa.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

C. J. Stover	130 Summit Ave., Jenkintown, Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is
(This information is required from daily publications only.)

A. S. Rossiter
(Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this 21st day of Sept 1932.

[SEAL]

Jean-Baptiste Lutz
(My commission expires March 2, 1933.)

Form 3526.—Ed. 1931.

NOTE.—This statement must be made in duplicate and both copies delivered by the publisher to the postmaster, who shall send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office. The publisher must publish a copy of this statement in the second issue printed next after its filing.

POSTMASTER: BE SURE TO READ AND CAREFULLY OBSERVE INSTRUCTIONS ON THE OTHER SIDE.

THIS AND THAT

Amerika-Interessen, Inc., the American unit of A. G. Fuer Amerika-Interessen, operating in Berlin, Paris and London, has recently opened offices in New York City.

The work of this firm is to make available to the manufacturers of one country, devices, processes and patents that have been proved successful in other countries. Tariff barriers are thus overcome, and the unemployment situation helped in those countries into which new ideas are introduced. Further information may be obtained at the firm's New York address — Chrysler Building.

House Organs of Asbestos Companies are especially interesting to "ASBESTOS". At present we receive Johns-Manville's "Power Specialist", U. S. Asbestos Co.'s "Grey-Rock News", Raybestos "Silver Edge", the Pabco World, published by The Paraffine Companies, Inc., "Stop and Go" by the Emsco Asbestos Company, and "Asbestology" by the Canadian Asbestos Company.

We would like to have regularly any others published by members of the Asbestos Industry.

And that reminds us also to urge you to send us copies of your latest advertising booklets, and catalogs.

Asbestos cloth bags are used as a filter in dust collectors, these collectors being simply vacuum cleaners on a large industrial scale.

Several readers have sent in their names and the number of years they have been in the Asbestos Industry, but we are sure the list is much longer. Just jot down your name, address and the number of years, and mail it to us promptly, provided, of course, you have been interested in Asbestos over twenty years.